

Message Text

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PAGE 01 JAKART 04350 111133Z

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ACTION EA-10

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TO USDOC WASHDC
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E.O. 11652: N/A

TAGS: BDIS ID

SUBJ: FRICK COMPANY--INORDINATE DELIVERY DELAYS

1. A.S. UTAMA GENERAL MANAGER HIGHLY RESPECTED P.T. TRAKTOR NASIONAL (NATIONAL TRACTOR P.T.) CALLED ON COMMERCIAL COUNSELOR APRIL 10, TO REQUEST ASSISTANCE IN TIMELY DELIVERY BY FRICK COMPANY, WAYNESBORO, PA., REMAINING PARTS AND EQUIPMENT FOR ENTIRE ICE PLANT. FRICK ORDER NUMBER 303101 ORIGINALLY ACCEPTED BY FRICK DECEMBER 27, 1973. FOLLOWING SERIES OF DELAYS AND SEVERAL PARTIAL SHIPMENTS ENTIRE ORDER BY LESS TWO ITEMS RECEIVED AND INSTALLED.

2. MISSING ITEMS ARE 930 EACH SPECIAL 14 GALLON, GALVANIZED ICE CANS AND TWO EACH "VERTIFLOW COILS" BOTH ITEMS ESSENTIAL TO START UP OF ICE PLANT. TRANSACTION HAS INVOLVED NUMEROUS REQUESTS BY TRAKTOR NASIONAL FOR INFORMATION N STATUS OF EQUIPMENT AND DELIVERY SCHEDULES AND FOUR EXTENSIONS OF L/C'S BECAUSE OF LATE DELIVERY BY FRICK. MISSING ITEMS ARE BEING MANUFACTURED BY FRICK SUBSIDIARY IN VENEZUELA AND IN MARCH 1, 1974 RPT 1974 LETTER FRICK STATED APPROXIMATELY SHIPPING DATE WOULD BE NOVEMOER 1974 REPEAT 1974.

3. AFTER THREE CABLES PURSUANT TO EXTENSION OF L/C WHICH EXPIRED ON MARCH 31, TRAKTOR NASIONAL RECEIVED FOLLOWING CABLE FOR FRICK SIGNED BY SHINDLE QUOTE: RE OUR CABLE WE HAVE CONTACTED INPROINCA MARACAIBO VENEZUELA FOR SCHEDULE FOR 303101. PLEASE EXTEND LETTER CREDIT FOR SHIPMENT THROUGH MAY UNQUOTE.

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4. TRAKTOR NASIONAL CUSTOMER PREPARED TO EXTEND L/C AGAIN,

AT COST OF MORE THAN \$4 THOUSAND BUT SEEKS ASSURANCE THAT GOODS
WILL BE SHIPPED. WILLING TO ACCEPT EVEN PARTIAL SHIPMENT ON
CANS IF FULL ORDER CANNOT BE MET.

5. PLEASE CONTACT SHINDLE OF FRICK, PHONE (717) 762-2121
AND ASCERTAIN WHEN SHIPMENT WILL BE MADE AND CONFIRM
NO FURTHER DELAY. DELAYS THUS FAR HAVE DONE DAMAGE TO FRICK'S
GOOD NAME IN THIS MARKET. GIVE US/INDONESIAN BALANCE OF
TRADE SITUATION WE CAN ILL AFFORD POSSIBLE LOSS EVEN THIS
SIZE FUTURE ORDERS. PLEASE ADVISE.
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